

Theranos Confidential

Projected Statement of Income

	Period Ending	
	12/31/2014	12/31/2015
Revenue (US COMMERCIAL ONLY)		
Lab Services from US Retail Pharmacies	\$ 42,000,000	\$ 470,000,000
Lab Services Revenue from Physicians Offices	\$ 11,000,000	\$ 161,000,000
Lab Services Revenue from Hospitals	\$ 47,000,000	\$ 290,000,000
OnSite Services Revenue from Hospitals	\$ -	\$ 14,000,000
Pharmaceuticals Services	\$ 40,000,000	\$ 60,000,000
DOD	TBD	TBD
Total Revenue	\$ 140,000,000	\$ 990,000,000
Cost of Revenue:		
Retail Pharmacy	\$ (16,000,000)	\$ (188,000,000)
Physicians Office (courier)	\$ (4,000,000)	\$ (64,000,000)
Hospital (courier)	\$ (14,000,000)	\$ (87,000,000)
Hospital (onsite)	\$ -	\$ (3,000,000)
Pharmaceutical Services	\$ (5,000,000)	\$ (12,000,000)
DOD	TBD	TBD
Total Cost of Revenue	\$ (39,000,000)	\$ (354,000,000)
Gross Profit	\$ 101,000,000	\$ 636,000,000
Operating Expenses		
Research & Development (including software apps & support)	\$ (57,000,000)	\$ (127,000,000)
CLIA Lab Operations Fixed overhead (validation, software, facilities,...)	\$ (10,000,000)	\$ (76,000,000)
Data Center	\$ (3,000,000)	\$ (25,000,000)
Sales, Marketing & Branding	\$ (11,000,000)	\$ (76,000,000)
G&A	\$ (21,000,000)	\$ (95,000,000)
Total Operating Expenses	\$ (102,000,000)	\$ (399,000,000)
EBITDA	\$ (1,000,000)	\$ 237,000,000
Depreciation & Taxes		
Depreciation of Capital Assets	\$ (2,000,000)	\$ (7,000,000)
Taxes	\$ -	TBD
Net Income	\$ (3,000,000)	\$ 230,000,000

Theranos Confidential

Trial Exh. 4859 Page 0001

RDV012671